

## Message Text

UNCLASSIFIED

PAGE 01 BELGRA 01358 011217Z

45

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W  
----- 070768

R 011115Z MAR 76  
FM AMEMBASSY BELGRADE  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 5779  
AMEMBASSY ATHENS  
AMCONSUL GENOA  
AMCONSUL NAPLES  
AMEMBASSY ROME  
AMCONSUL TRIESTE  
AMCONSUL ZAGREB

UNCLAS BELGRADE 1358

USDOC FOR MURRIN/ALE (BIC/OIM/SAD) FROM DOBBIN/COZART

EO 11652 NA

TAGS: BEXP YO

SUBJ: PORT AND SHIPYARD MISSION

1. MISSION VISIT YUGOSLAVIA ENDED FEBRUARY 28 WITH MISSION MEMBERS ENCOURAGED BY VISITS EVERY MAJOR SHIPYARD AND PORT ON YUGOSLAV ADRIATIC COAST. SOME IMMEDIATE SALES EXPECTED TO RESULT FROM RETURN VISIT BY CERTAIN MEMBERS WITHIN 30 DAYS. OTHER NEAR TERM SALES ANTICIPATED FROM TENDERS BEING RELEASED FOR CRANES WITHIN TEN DAYS. MAJOR SALES EXPECTED OVER LONGER TERM THROUGH 1980. THIS DUE TO PLANNING BY MOST SHIPYARDS AND PORTS NOW AIMED AT DEVELOPMENT AND PURCHASES OVER NEXT TWO TO FOUR YEARS. MISSION MEMBERS SATISFIED WIEH SALES PROSPECTS IN YUGOSLAVIA AND ALL AGREED THAT YUGOSLAVIA WAS A GOOD CHOICE FOR INCLUSION IN MISSION.

2. MISSION MEMBERS AND DIRECTOR/DEPUYY CONCUR THAT SUPPORT PROVIDED MISSION IN YUGOSLAVIA BY CONSULATE GENERAL AND EMBASSY WAS SUPERIOR IN EVERY WAY. MISSION CONTROL OFFICERS AND OTHER EMBASSY/CONSULATE OFFICIALS ARE TO BE COMMENDED FOR ARRANGING AN EXCELLENT PROGRAM OF INDIVIDUAL APPOINTMENTS,  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BELGRA 01358 011217Z

PORT AND SHIPYARD VISITS, AND RECEPTIONS. PARTICULAR MENTION

IS MADE OF MISSION PROGRAM WHICH WORKED OUT VERY WELL, ALTHOUGH ARRANGMENTS WERE NECESSARILY COMPLEX AND LARGE GEOGRAPHIC AREA HAD TO BE COVERED TO MAKE THE MISSION VISIT WORTHWHILE. MISSION PARTICIPANTS RECOGNIZE THIS AND NOTE THEIR APPRECIATION. BUSINESS CONTACTS MADE BY THE MISSION MEMBERS WILL BE INVALUABLE IN FOLLOW-UP VISITS FOR FUTURE SALES AND FOR SELECTING YUGOSLAV AGENTS; SEVERAL POSSIBLE AGENCY AGREEMENTS DISCUSSED DURING MISSION STOPS IN YUGOSLAVIA.

3. MISSION BUDGET FOR YUGOSLAVIA WITHIN DOLLARS ALLOCATED.

4. STATISTICAL RESULTS MISSION VISIT ITALY NOW AVAILABLE, WHICH SHOW DOLLARS 100 THOUSAND IN IMMEDIATE SALES, DOLLARS 8.3 MILLION IN ANTICIPATED SALES WITHIN ONE YEAR, AND OVER 80 SALES LEADS OBTAINED. IN ADDITION, ONE SALES REPRESENTATION AGREEMENT WAS MADE AND A NUMBER OF OTHERS ARE UNDER NEGOTIATION. STATISTICS FOR YUGOSLAVIA FORTHCOMING SOONEST.

5. "THANK YOU" LETTER TO INDUSTRIAIMPORT SHOULD BE SENT TO MR. BRANKO RADOVIC, DEPUTY DIRECTOR GENERAL, INDUSTRIAIMPORT, VUKA KARADZICA 23, 81000 TITOGRAĐ.  
SWEITZER

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 01 MAR 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976BELGRA01358  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760077-0670  
**From:** BELGRADE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1976/newtext/t197603109/aaaadsel.tel  
**Line Count:** 83  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 26 MAY 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <26 MAY 2004 by fisherem>; APPROVED <20 DEC 2004 by ShawDG>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PORT AND SHIPYARD MISSION  
**TAGS:** BEXP, YO  
**To:** COM  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006